



U. S. Army TACOM Qualified Supplier List Program

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COMmand

Outline

- The TACOM Vision & Mission
- The Changing Environment
- Need for New Business Process
- TACOM Qualified Supplier List (QSL)
- Summary

A Common Vision

Taking America's Army into the 21st Century

Army Vision

The World's Best Army, a full spectrum force- trained and ready for victory. A Total Force of quality soldiers and civilians:

- A values-based organization
- An integral part of the Joint Team
- Equipped with the most modern weapons and equipment the Country can provide
- Able to respond to our Nation's needs
- Changing to meet challenges of today, tomorrow, and the 21st

Army Materiel Command Strategic Vision

The leader in equipping and sustaining America's Army through superior technology and responsive support assuring worldwide power projection and decisive victory.

Tank-automotive & Armaments COMmand Vision

- To make the technology and sustainment systems work for soldiers through the seamless integration of S&T, R&D, Acquisition, Log Sustainment and Soldier Readiness.
- To create a business environment at TACOM where every associate understands the requirement to control costs and manage from the customer perspective and understands their inherent responsibility to do so.

Committed to Excellence

TACOM MISSION

-To Generate Warfighting Capability for the Army

-To Sustain the Warfighting Readiness of the Army

-To manage the Army's Investment in S&T, R&D and Sustainment for the Army

3,341 Weapon Systems
34, 138 NSNs
300 Systems in Acq Pipeline

-Serve as the Life Cycle Manager and Integrator for Ground Combat Equipment

Tank-automotive & Armaments COMmand

Research, Develop, Field and Support
Mobility and Armament Systems Total Life Cycle
To Support Army Readiness

Combat Vehicles
Tactical Vehicles
Trailers
Construction Equipment
Materiel Handling Equipment
Tactical Bridges

Fuel & Water Distribution Eqpt
Sets, Kits & Outfits
Shop Equipment
Chemical Defense Equipment
Howitzers
Large Caliber Guns

Mortars
Rifles
Machine Guns
Ammo
Aircraft Armaments
Demolitions & Explosives



Committed to Excellence

The Changing Environment

“Acquisition Reform”

- Better - Faster - Cheaper - Smarter
- Reduce Acquisition/Production Lead Time
- Risk Assessment/Risk Management
- Use Best Commercial Practices
- Reduce/Eliminate Government Source Selection Inspection (GSI)
- Test and Inspect Only if it Adds Value

The Changing Environment

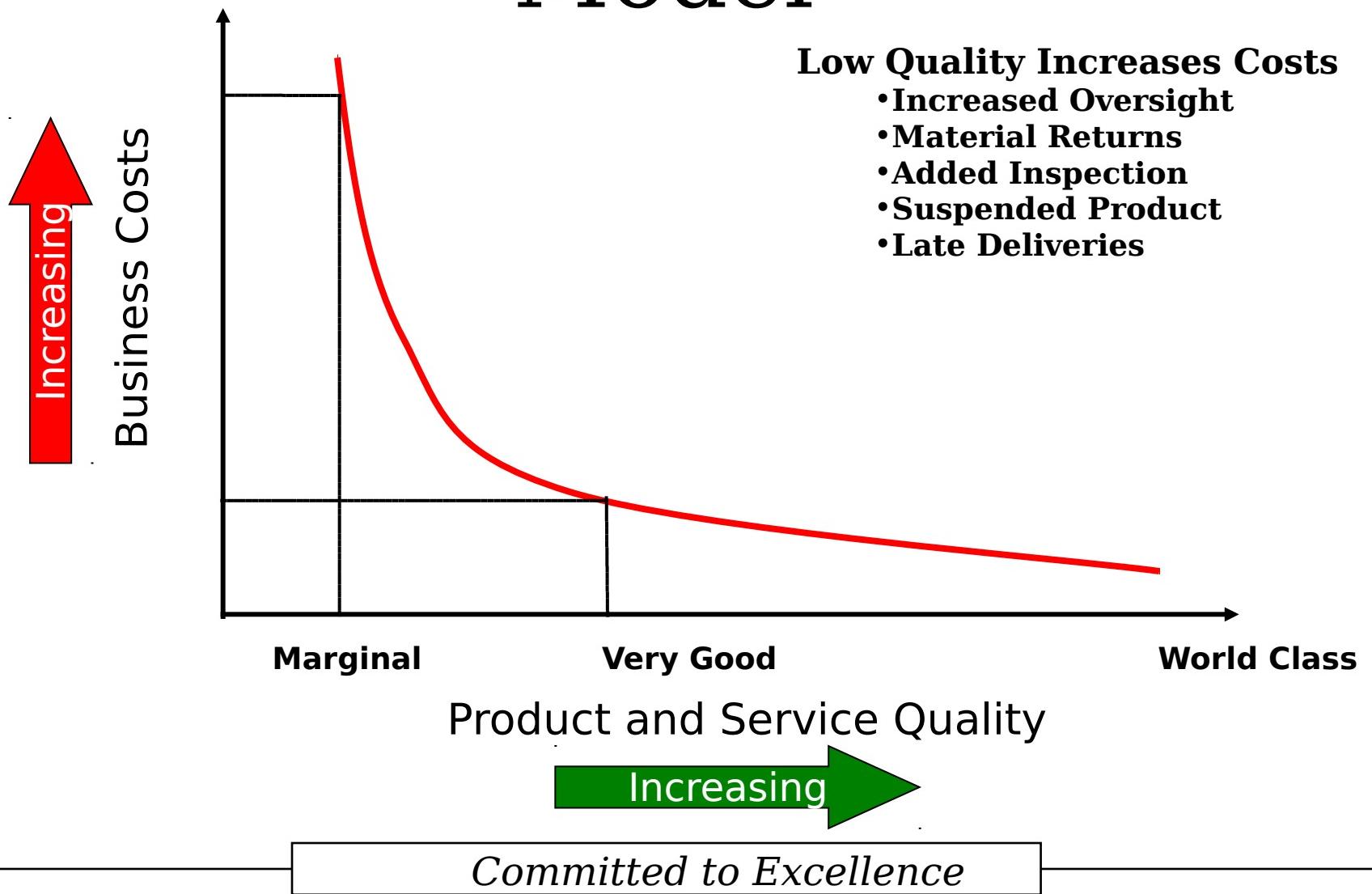
“TACOM of the Future”

- Fewer Associates
 - TACOM is downsizing - 30% by 2003
 - DCMC is downsizing
- Same Mission - items unlikely to come out of the Army inventories
- More Dependent on Government and Industry Partnerships

New Business Process

- Fewer People - Change the Focus!
 - 1980's - Managed Defects (Product Inspection)
 - 1990's - Managed Processes
 - 2000 and Beyond - Supplier Management
- Supplier Management Provides Opportunity
 - Improved Quality
 - Lower Life Cycle Cost
 - Lead Time Reductions
 - Improved Soldier Satisfaction
- Essential to Customer & Supplier Success

Supplier Management Model



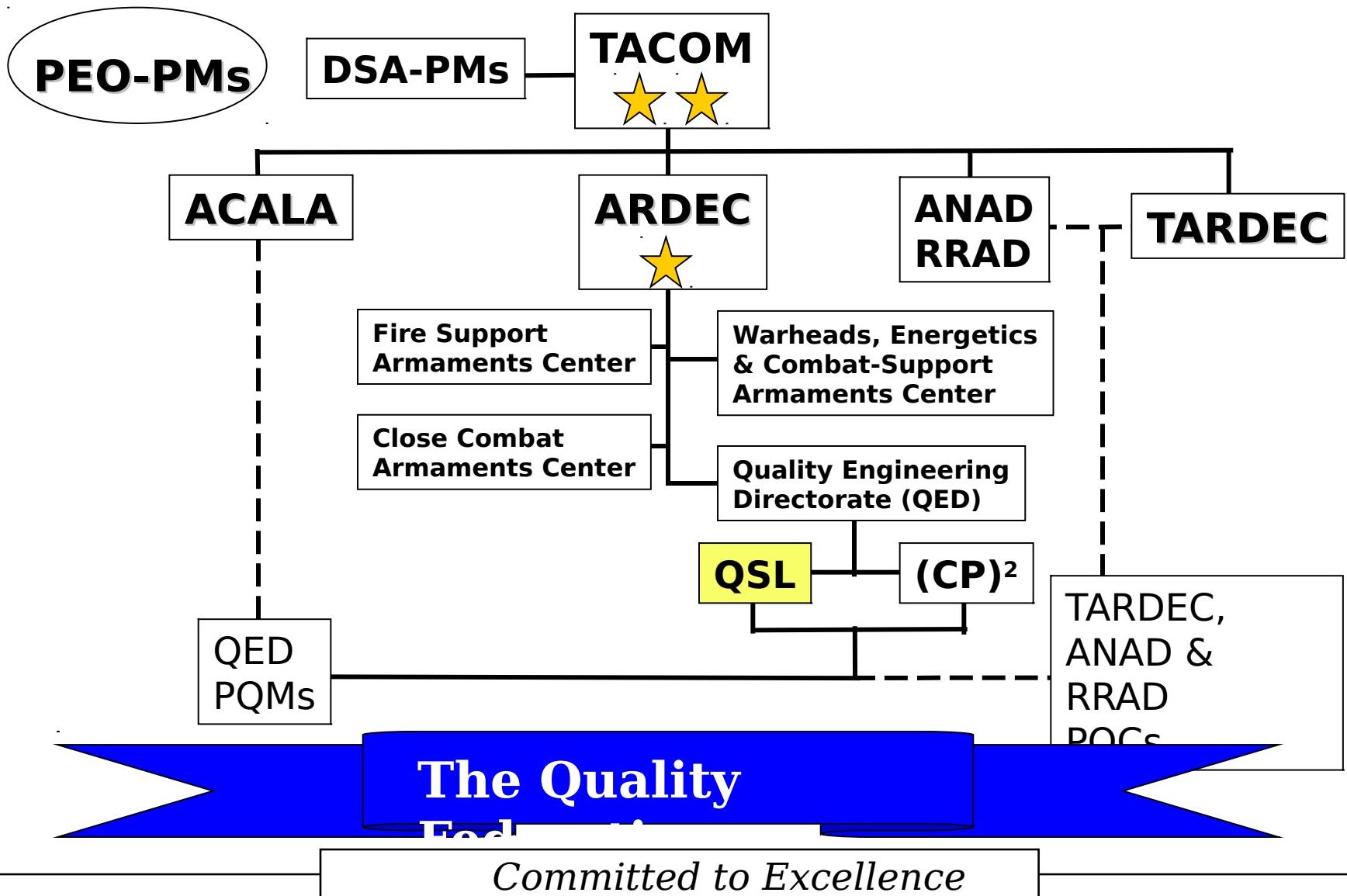
TACOM - QSL

A New Business

Process

- Modeled after DISC's QSL Program
 - Started in 1991 for bulk metals
 - Legally challenged and upheld
- Consistent with industry supplier strategies
- Objective
 - Reduce Procurement Lead Times & Costs
 - Award Contracts to Proven, Pre-Qualified Suppliers
 - Reduce/Eliminate Gov't Source Inspection
 - Consistent Delivery of Conforming Parts
 - Target - 50% of TACOM's Business

TACOM QSL Organization



TACOM - QSL Definition

- A QSL is a list of suppliers' facilities that have been evaluated and determined to be acceptable based on ***conformance to applicable quality, manufacturing or design process criteria for a family of products.***
- Used To Establish and Maintain a List of ***Pre-Qualified Sources*** for a Family of Products
- Ensures ***Consistent Delivery of Products that Conform to Customer Requirements***

QPL, QML & QSL ...

What's the Difference?

- Qualified Products List (QPL)
Products that have met the qualification requirements stated in the applicable **[product] specification**
- Qualified Manufacturers List (QML)
Facilities that have been evaluated and determined to be acceptable
based on the **testing and approval of a sample specimen** and
- Qualified Suppliers List (QSL)
conformance to the applicable **[product specification]** that have been evaluated and determined to be acceptable based on conformance to applicable quality, manufacturing design **process criteria** for a family of products

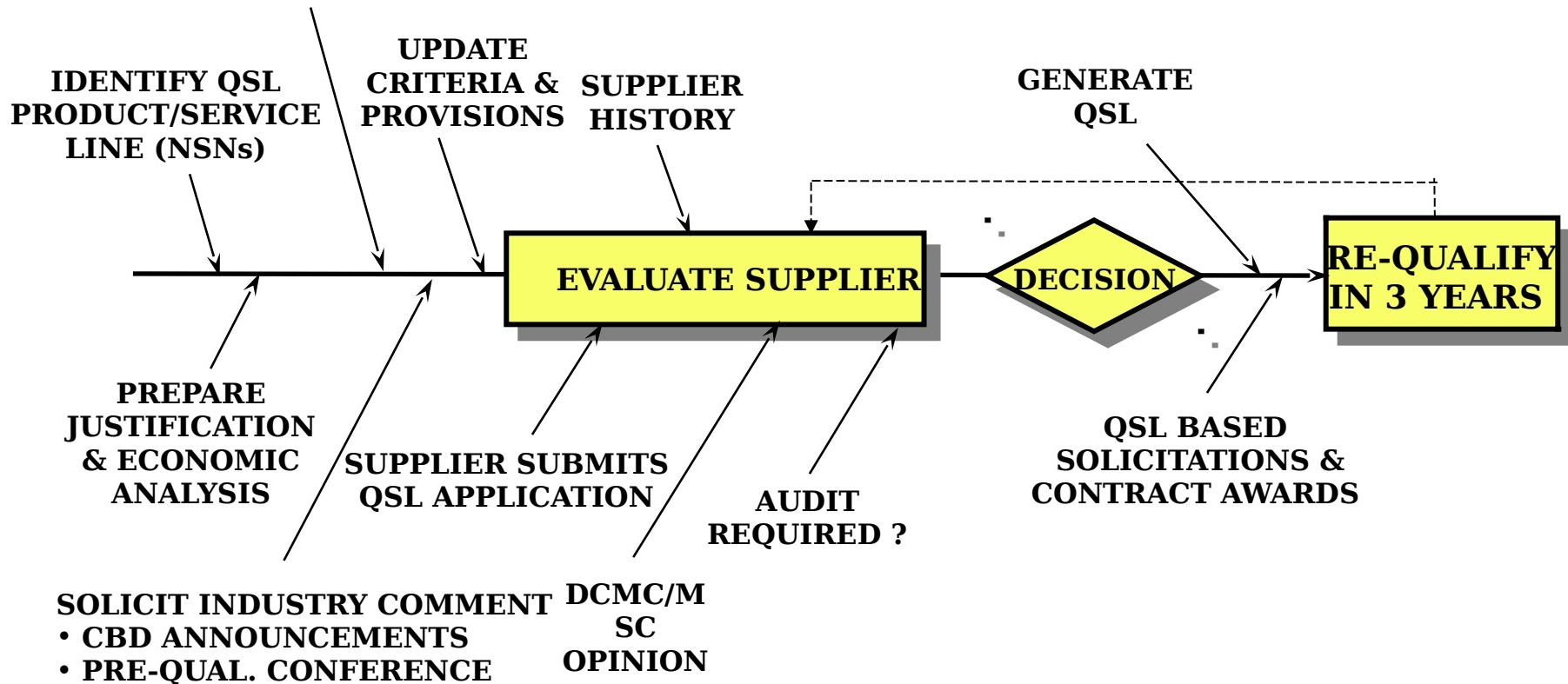
How is QSL Different from (CP)²?

| (CP) ² | QSL |
|---|--|
| <ul style="list-style-type: none">• Pre-qualification• Three Year Certification• Certification Assessments• Continuous Improvement Metrics after Certification• ISO 9000 Plus• World-Class Practices• Keeps Superior Suppliers• Small List | <ul style="list-style-type: none">• Pre-qualification• Three Year Qualification• Site Surveys (Maybe)• Surveillance Audits after Qualification (Maybe)• ISO 9000 Tailored• Commercial Practices• Removes Weak Suppliers• Large List |

The TACOM QSL Process

DEVELOP CRITERIA & PROVISIONS

- CORE QUALITY REQUIREMENTS
- PRODUCT UNIQUE REQUIREMENTS
- CONSISTENT W/INDUSTRY NORMS



QSL Maintenance

- Qualification is stringent
- Non-compliance must have a repercussion
- Enforcement must be effective, efficient and consistent
- Those who can't deliver must be removed from the QSL
- Working for TACOM must mean that the company is a SOLID SUPPLIER

TACOM QSL Pilot

- Initial TACOM QSL Conference - 28 July 1998
- Two QSL Product Lines Introduced
 - **Tracked Combat Vehicle Suspension Components (QSL-01)**
 - Pivot Arm Assemblies & Sprockets (26 NSNs)
 - M1 Tank, M2/M3 BF, M9 ACE, M88 IRV, M109 Howitzer, M113 APC, AVLB
 - Six suppliers approved for QSL-01, three more in-process.
 - **Plastic Spare Parts for Small Arms (QSL-02)**
 - Handguards, Buttstocks, Handles, Handgrips (13 NSNs)
 - M9 Bayonet, M16 Rifle, M9 Pistol, M249 MG, M203 Grenade Launcher
 - Three suppliers under evaluation for QSL-02

Beginning Jan 1999, QSL will be a Prerequisite!

TACOM - QSL Planning

- Near term QSL goal
 - Develop four additional QSL's in FY99
- Potential QSL candidates for FY99
 - Combat vehicle doors
 - Small arms systems
 - Technical Services
 - Mortar ammunition components/packaging
- Out-year projections
 - FY04 - 50% of all TACOM material purchased through QSL

Summary

- QSL provides an optimal way to contract.
 - The Environment will require it.
- QSL is a proven business enhancing process
 - Facilitates acquisition streamlining
 - Reduces ALT/PLT
 - Reduces/eliminates need for GSI
 - Evaluates and manages risk
 - Improves product quality
 - Reduces life cycle costs
- QSL will be applied to TACOM's business.

Any Questions?

Qualification Criteria / Provisions

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TACOM QSL Home Page

<http://www.tacom.army.mil/acqcen/qsl/qsl.htm>